



## THIELMANN JOBS

**THIELMANN - The Container Company** is the worlds leading provider of stainless steel container solutions. Our international team consists of more than 700 people, spread across 6 countries and is growing steadily. We provide container solutions for every need and industry – from the high volume production of beverage kegs, to complex bespoke solutions for intermodal tank systems.

Here at THIELMANN we are focused on our next phase of our growth path, and this includes being even closer to our customers. We are looking for a experienced Sales / Business Development professional with a well developed know-how of the Food and Beverage, Pharma, Oil & Gas, and/or Chemical Industry to look after the Australian and New Zealand market

### **AREA SALES MANAGER, AUS & NZ**

Based in: Australia – Home Office

Reporting to: Chief Commercial Officer

#### **YOUR RESPONSIBILITIES:**

- Responsible for the following product lines: Beverage Containers, Small Industrial Containers, Intermediate Bulk Containers and Tank Container Solutions
- Commercial and technical project management
- Manage existing accounts and markets
- Develop new sales leads and market opportunities
- Independent preparation of commercial quotations
- Review technical drawing/specifications and coordinate between customers and our technical departments
- Monthly Reporting to the sales management
- Process and monitor purchase order and accounts payable
- Prepare Annual Sales budget
- Provide assistance in case of quality claims
- Travel to visit internal and external stakeholders

#### **YOUR PROFILE:**

- Degree in Economics or Industrial Engineering
- Knowledge in metal transformation is favorable
- Knowledge in one or more of these industries: Food & Beverage; Pharma; Oil & Gas; and/or Chemical
- A minimum of 5 years in Technical Sales
- Ability to travel 50%

#### **YOUR SOFT SKILLS:**

- Excellent communication and presentation skills
- Good change and project management skills
- Continuous improvement mindset
- Well-versed with working in a multi-cultural environment

#### **WHATS IN OFFER FOR YOU...**

The opportunity to working in a truly global, fast growing company that dares to dream big. You will be involved in a number of exciting transformational projects and interact with the Senior Management team on a regular basis. You will get the chance to grow, developer your career – and most importantly – have FUN!